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Automotive News

NOVEMBER 11, 1991

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late news

Subaru cuts prices, rebates

CHERRY HILL, N.J. — Subaru of America Inc. used incentive dollars to reduce sticker prices on some models in its best-selling Legacy line for 1992.

Legacy L and L Plus sedans and wagons are priced $520 to $1,420 below their 1991 counterparts. Legacy LS and LSi stickers have been hiked $675 to $975 for 1992. (Price table is on Page 41.)

The 1992 Legacy L and L Plus models currently carry a $500 buyer rebate. There is no dealer rebate on 1992 Legacys. On 1991 Legacys, the dealer rebate is $1,200. That program succeeds one that ended Nov. 4, which offered rebates of $1,200 to Legacy buyers and $100 to $1,600 to dealers.

Tokyo gate down from '89

TOKYO — The biennial Tokyo Motor Show, which has drawn unqualified rave reviews in the international automotive press, has been getting a cooler reception at the box office.

According to official figures released last week, the show's gate after 12 days is down more than 100,000 from the 1.9 million who passed through the turnstiles during the first 12 days of

see LATE NEWS, 2

Toyota bows to U.S. pressure

Plans for manufacturing headquarters put on hold

LINDSAY CHAPPELL
Staff Reporter

Political fire and an uncertain economy are forcing Toyota Motor Corp. to delay plans for a consolidated North American manufacturing headquarters.

Japan's biggest carmaker wants a central operation to coordinate activity on this continent among the four auto plants it will have by 1994. But political pressures surrounding the aggressive carmaker, and slow sales for its Big 3 competitors have chilled the plan.

"This is not a good time, considering the economic and political necessities of the moment," said Fujio Cho, president and CEO of Toyota Motor Manufacturing U.S.A. Inc.

The proposed organization would oversee purchasing, engineering, production and related functions for Toyota's North American plants.

Toyota produces Camrys in Georgetown, Ky., and is building another Camry plant there. It also makes Corollas in Cambridge, Ontario, and pickups and Corollas in Fremont, Calif. In addition, Toyota operates an engine plant, a truck-bed and catalytic convertor plant and all or part of various component plants.

Planning and decision-making for the scattered North American operations are primarily handled separately or through channels in Japan. But more coordinating work is being shifted to the recently expanded Toyota Technical Center in Ann Arbor, Mich.

The delay is further evidence that Toyota's political hazing is beginning to affect the automaker's strategic planning here.

"Eventually we will have to force the idea, but this is not a good time," said Cho, who is also a director of Toyota Motor Corp. in Japan.

In recent months, Toyota has softened its sales growth plan, saying its long-touted mission of reaching 1.5 million annual U.S. sales by the mid-1990s is no longer a firm target.

Top officials in Japan also recently indicated that they are backing away from their publicly

see TOYOTA, 42

MORE ON TOYOTA

Part suppliers get hints ➤ 42

N.C. joins dealers' suit ➤ 42

Inquiry a murky quest ➤ 46

JOE WILSSENS/AUTOMOTIVE NEWS

Nissan R&D grows in Detroit's backyard

Nissan Motor Corp. President Yutaka Kume, second from left, helps local and U.S. Nissan officials trim the ceremonial ribbon from a second-story balcony at his firm's new research and development center. The $80 million complex in suburban Detroit will aid Nissan's plans to use more U.S. suppliers. Story on Page 8.

Slow-selling Escort set for spring redo

KATHY JACKSON
Staff Reporter

A minor makeover is due next spring for Ford Motor Co.'s flagging Escort line.

The car, introduced in spring 1990 as an all-new 1991 model, never took off the way Ford expected. Now the company plans to add a little splash and color in hopes of getting consumers excited again.

"Ford wants to stay competitive with Saturn and the Japanese, that's why they're coming out with a freshening so soon," a Ford engineer said. Workers at the Wayne, Mich., assembly plant say they hear the current cars may get new grills, colors and other amenities to give them a sportier look.

Job No. 1 for the changes is April 6 at the Wayne plant, which produces only Escorts. Job No. 1 at the Hermosillo, Mexico, plant, which produces Escorts and Tracers, begins April 20, according to Ford production schedules.

In a recent memo to suppliers, Ford also asked for bids for a "possible major" change in the Escort/Tracer, a program that Ford estimates at $1.2 billion. Ford has renamed the

see ESCORT, 41

Finishing touches

Lee Iacocca is aiming to return Chrysler to profitability before he retires next year. Interviews with the Big 3 chairmen are featured in *Automotive News Insight*, which follows Page 24.

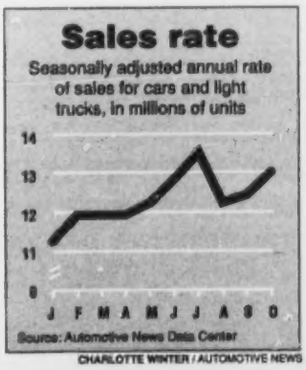
Chevy takes retail orders for Luminas that use methanol

PHIL FRAME
Staff Reporter

General Motors will become the first automaker to offer an alternative-fuel vehicle to retail customers. Methanol-powered Chevrolet Luminas can now be ordered at dealerships for delivery beginning in April, Chevrolet said last week.

The 1992 Lumina sedans can run on a mixture of 85 percent methanol and 15 percent gasoline, known as M85. They are expected to generate just half the smog-forming

see LUMINA, 41


Sales rate
Seasonally adjusted annual rate of sales for cars and light trucks, in millions of units
14
13
12
11
J F M A M J J A S O
Source: Automotive News Data Center

CHARLOTTE WINTER / AUTOMOTIVE NEWS

October sales trail '90, but annual rate rises

JIM HENRY
Staff Reporter

NEW YORK — Although October car and truck sales were 10.1 percent lower than last year's, the seasonally adjusted annual rate of more than 13 million was the second best of 1991. Only July was higher.

Sales for the month were 1,031,411.

Toyota Division racked up its highest-ever car sales for October, just topping the October record it set last year.

Toyota Motor Sales U.S.A. Inc. gained a full percentage point of market share over last year, to 8.8 percent. Counting trucks — which declined — and Lexus Division, Toyota's unit sales rose 1.5 percent.

"It was a great month," said Greg Penske, general manager of Longo Toyota and Longo

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Will interest cut spur car sales? 8

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inside Automotive News

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U.S. dealers' sales revenues aren't equal. PAGE 6

FIRST OF A KIND IN JAPAN
Honda has created an import division for Jeep sales. PAGE 8

QUICK OFF THE MARK

▲ BMW shot its bolt for '92 in June with the 325i. PAGE 27

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correction

A Nov. 4 table summarizing third-quarter financial results for the Big 3 inadvertently showed net positive income for the companies instead of a loss. Net income should have been shown as follows:

3RD QUARTER NET INCOME

	Net income (millions)	Change from '90 (millions)
GM	$ – 1,057	$ + 922
Ford	– 574	– 676
Chrysler	– 82	+ 132

JIM DUNNE/POPULAR MECHANICS

Rounder Loyale

Subaru will update its Loyale for 1993 with a restyled four-door model. Shown is the version for Japan, which was captured during testing in the United States; note the amber reflector on the fender. The new car has softer body lines, following in the tracks of Toyota and Acura models. U.S. sales are expected to begin in the second half of 1992.

latenews

CONTINUED *from* PAGE 1

the 1989 event. To boost this year's attendance, officials extended the show by two days, to 14.

Officials have cited bad weather and heavy traffic for the flagging attendance, but industry analysts suggest that the show's environmental theme may have backfired. Fuel-efficiency isn't all that exciting when you have to pay to look at it, said one.

— Mary Ann Maskery

Connecticut says no to California air rules

WASHINGTON — Connecticut Gov. Lowell P. Weicker said his state won't adopt California's tough auto emissions standards, making it the lone holdout in the Northeast's joint effort to curb air pollution.

While Connecticut was backing away from the movement, officials in Rhode Island and Vermont signed on last week. Eleven states from Virginia to Maine, along with the District of Columbia, now intend to follow the California rules.

Arthur Marin, an analyst for the Northeast States for Coordinated Air Use Management, said Connecticut's decision may make it more difficult for downwind states such as Massachusetts, New Hampshire and Vermont to meet federal air-quality standards within their borders.

— Max Gates

Saturn workers expected to approve pay increase

SPRING HILL, Tenn. — Workers at Saturn Corp.'s plant in Spring Hill are expected to ratify a new UAW contract Wednesday that will reportedly include a 16 percent pay raise.

The Nashville *Tennessean* last week said the proposal would lift line workers to a base pay rate of $15.57 an hour and skilled technicians to $17.91.

Saturn and the UAW have operated under the independent agreement since the project began in 1985. The agreement currently has no expiration date and allows the company's 4,500 UAW workers to call for contractual changes at any time.

Saturn's existing agreement offered workers 80 percent of the average UAW auto-assembly wage rates, with the promise of financial rewards for achieving product-quality and productivity targets.

Also at issue in the negotiations was the company's retirement plan, which currently contributes funds equal to 5 percent of base pay. According to last week's press report, the proposed agreement would increase contributions to 8 percent.

Chevy and Isuzu recall 100,000 Spectrum types

WASHINGTON — Chevrolet and Isuzu will recall 1987 Chevrolet Spectrum and Isuzu I-Mark subcompacts to reduce excessive emissions of carbon monoxide.

Dealers will install a new computer chip in the electronic control system and also will test oxygen sensors, the EPA said. The recall covers about 24,000 I-Marks and 76,000 Spectrums, which were built in Japan by Isuzu Motors Ltd. California vehicles are not included.

Accord wagons recalled to repair cargo light

TORRANCE, Calif. — American Honda Motor Co. Inc. is recalling about 19,700 of its 1991 Accord station wagons.

The company said a metal washer may not have been properly attached to the cargo area light. If dislodged during assembly, the washer may have fallen inside the light. If the condition exists and if the light's three-position switch is in the middle position and the tailgate is left open, the washer could cause a short circuit within the light. As a result, the light switch may overheat and cause a fire.

Fiat plans 18 new cars at cost of $32.7 billion

TURIN, Italy — Fiat Auto SpA plans to invest the equivalent of $32.7 billion in developing 18 new passenger-car models over the next decade, a company source disclosed Friday.

According to the source, who declined to be identified, the spending program was outlined by Fiat Group Chairman Giovanni Agnelli during a meeting with more than 1,000 Fiat Auto managers on Thursday. The company has not commented on the meeting.

The investment program will be "mostly" financed through cash flow, the source said.

— The Associated Press

Toyota dealers in Japan can sell other makes

TOKYO — Toyota Motor Corp. said last week that it will allow its dealers in Japan to sell other companies' cars. Toyota said it will send its 381 dealerships throughout the country a formal document to that effect, but stressed that its current contract does not bar its dealers from handling other lines.

Under the terms of a recent company-to-company agreement, selected Toyota dealers will add Volkswagen products to their lineups.

Nissan Motor Co., Japan's second biggest automaker, said last month that it will remove a clause in its contract with dealers that urges them to sell only Nissan products.

— The Associated Press

GM, Isuzu begin output at Tunisian truck plant

KAIROUAN, Tunisia — Production of light commercial vehicles began here last week at a joint-venture plant involving General Motors, Isuzu Motors Ltd. of Japan and Tunisian investors.

The joint venture, Industries Mecaniques Maghrebines, 100 miles south of Tunis, is expected to build up to 4,000 vehicles in 1992 for sale in Tunisia and other North African countries.

GM holds a 20 percent interest in the venture; Isuzu, 10 percent, and Tunisian investors, 70 percent.

briefly

Have cycle, will travel

And to think we believed Bob Sinclair, former head of **Saab Cars USA**, when he said he was going to "retire" last Sept. 1. His new business card reads: **Robert J. Sinclair. CONSULTANT — GENERAL BUSINESS AND AUTOMOTIVE.** Recovering workaholic/adviser to harried executives — soother of troubled psyches. **YOUR INTERNATIONAL GOODWILL AMBASSADOR.** Assignments/commissions/adventures considered, five continents. Motorcyclist extraordinaire — party animal. Known to take an occasional sip of sherry. **ON REQUEST.** Destruction derbies — bartending — prayer meetings. Nature studies — references.

FOR A JOB WELL DONE . . . do it in Canada. **Chrysler Corp.'s** minivan plant in Windsor, Ontario, has topped the quality category in the 1991 Canada Awards for Business Excellence. The awards are Canada's equivalent of the Malcolm Baldrige Award in the United States, which Chrysler had considered pursuing earlier this year.

SULTAN OF SALES — The king is back — it says so in *The Guinness Book of Records*. Joe Girard, the hard-charging former **Chevrolet** salesman, is back in the 1992 version of the book as the automotive sales record-holder. Girard retired from an East Detroit dealership in 1977 to become an author and motivational speaker. He says he spent $25,000 on two lawyers and a private investigator to prove that his records weren't broken. (His books and business cards all quote *Guinness*.) In 1991, *Guinness* cited another Chevrolet salesman for lifetime sales. But Girard says some of the sales were disallowed. The book shows Girard's big numbers: 1,425 cars in 1973, and 13,001 over 15 years — all retail.

LEAVES A BAD TASTE — Mazda Motor of America, which attracted the wrath of the Rev. Donald Wildmon, president of American Family Association, for advertising on NBC's "Saturday Night Live," has pulled its ads from the late night TV show — at least for the time being. Jan Thompson, Mazda director of marketing, said Mazda pulled the ads not because Wildmon and his group find the show offensive but because some recent "Live" scripts have passed the line of good taste. Thompson said Mazda will continue to monitor the show and may advertise at a later time.

THE GENEVA LOOK — When the 62nd Geneva International Motor Show opens March 5, the posters pasted to Swiss billboards will be five simple lines tracing the history of car design, from boxy and gray up through aerodynamic and bright orange. Poster-maker Joan Law, a student, says the orange symbolizes "the solar energy of the future."

History of car design

CAFE bills stalled till '92

Time runs out for Senate action

MAX GATES
Staff Reporter

WASHINGTON — Advocates of increased fuel economy standards for automobiles sold in America have folded their hands for 1991, but they are looking forward to playing with a fresh deck next year.

Sen. Bennett Johnston, D-La., whose comprehensive energy bill was rejected by the full Senate Nov. 1 before any debate, has indicated his bill is dead for this year.

"Everybody is kind of bent out of shape right now. Even if we tried again this year, the chances are slim," said one Senate staff member.

Johnston's bill made the secretary of transportation responsible for increases in corporate average fuel economy, but Johnston had pledged to add an amendment raising CAFE to about 34 mpg by 2001.

A competing bill from Sen. Richard Bryan, D-Nev., will probably also wait until after the new year dawns.

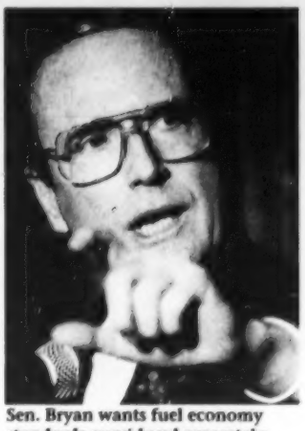
His much tougher CAFE bill calls for 40 percent increases in each automaker's CAFE by 2001. Bryan's bill has been strongly opposed by automakers and Bush administration officials and supported by environmental and consumer advocate groups.

The Senate hopes to recess by the end of the month.

"Time is the controlling variable, and it's not looking good for this year. But the senator hopes to be dealing with this issue in the beginning of the new year," said Bryan's press secretary, Jim Mulhall.

A debate among senators is whether CAFE should be treated as a separate issue or as part of a comprehensive energy bill. During the brief discussion of Johnston's bill in the Senate, several senators indicated a desire to deal separately with the bill's most controversial subsections — CAFE and oil drilling in the Alaska National Wildlife Refuge.

Johnston initially opposed breaking up his bill but may reconsider after his resounding defeat on the floor of the Senate.



Sen. Bryan wants fuel economy standards considered separately.

Bryan wants to see CAFE issues addressed separately.

Sales fall on coasts, but rise in heartland

JIM HENRY
Staff Reporter

NEW YORK — Sales revenues for U.S. dealers fell 5.4 percent in the first half of 1991, but the decline wasn't shared equally by all regions of the country.

The West fell most of all, according to a study by AUS Consultants, an industry analysis group, while sales improved in the middle of the country along the Mississippi River.

Another firm, DRI/McGraw-Hill, suggested that the relative prosperity of the Heartland states could benefit the Big 3 in their traditional stronghold, while the ailing coastal markets in the East and West are traditionally import-friendly.

The Big 3 "got hit like everybody else, but they may have skated through a little better because of their regional strength," said Karen Mason, DRI research associate.

Out of four major regions of the country — West, South, Midwest and Northeast — the West suffered the greatest percentage decline in dealer sales revenue, with revenue down 10.3 percent compared with first-half 1990, the study said.

Despite the revenue decline, the West still had the highest sales per dealership, with average revenues of $7.1 million for the first six months of the year, compared with a national average of $6.2 million.

AUS, which is based outside Philadelphia in West Conshohocken, Pa., estimates sales revenues based on U.S. Commerce Department figures.

The AUS study defined the Western region as Colorado, Wyoming, Montana, Idaho, Washington, Oregon, California, Nevada, Utah, Arizona, New Mexico, Alaska and Hawaii.

Sales revenues for the Pacific sub-region, defined as the three West Coast states plus Alaska and Hawaii, fell 11.0 percent.

But this area was the highest of nine sub-regions in the nation in sales per dealership, at $9.1 million.

First-half dealership sales
Percent change in total sales by franchise auto dealers, first half 1991 vs. first half 1990.
Pacific -11.0%
Mountain -8.1%
West North Central +3.7%
East North Central -5.7%
New England -5.9%
Middle Atlantic -11.1%
U.S. -5.4%
South Atlantic -2.7%
West South Central +5.9%
East South Central -12.0%
SOURCE: AUS Consultants, Department of Commerce

CHARLOTTE WINTER / AUTOMOTIVE NEWS

According to AUS, sales revenues fell 9.6 percent for the Northeast, consisting of New England and the Mid-Atlantic states. Sales per dealership in the Northeast were $5.8 million on average.

DRI's Mason said the Northeast, especially New England, is in even worse shape than first-half figures indicate, since the economy there fell earlier and deeper than in the rest of the country.

Sales revenues fell least of all in the South, defined as 16 states from Delaware to Texas, plus the District of Columbia.

Volkswagen, Suzuki consider venture for European minicar

RICHARD JOHNSON
Staff Reporter

TOKYO — Volkswagen AG and Suzuki Motor Co. said last week they will study the possibility of jointly developing and producing a new minicar in Europe.

Industry sources said the new model will be produced by VW's Seat subsidiary at a plant under construction in Martorell, near Barcelona, but officials of the two companies declined to elaborate on their study.

If realized, the deal would give the Japanese small-car specialist a stronger foothold in Western Europe and possibly lead to a broader partnership with VW.

The study is not due to be completed until next May or June. If the two companies decide to go ahead, the new minicar would not reach the market before the middle of the decade.

Industry observers speculate that the agreement could be the start of a much broader relationship between Suzuki and VW in Europe that could involve sales of Suzuki sport-utilities through VW dealers.

That could give Volkswagen dealers in Europe a much-needed product to compete with the sport-utility being co-developed by Ford of Europe and Nissan Motor Co. in Spain and with GM Europe's Opel/Vauxhall Frontera (See story on Page 3.)

A VW-Suzuki linkup could produce a replacement for the nearly 10-year-old Seat Marbella.

In a statement last week, Suzuki Motor President Osamu Suzuki said Suzuki has not decided whether to develop the minicar.

"For this reason I cannot say for sure what type of car we will produce or where we will produce it. But if we produce cars, we will probably produce passenger cars, not commercial vehicles," he said.

Suzuki said the agreements were reached during meetings at the recent Tokyo Motor Show.

"Everything — such as car design, marketing and parts — will be studied from now," he said.

Suzuki said that because "we do not have enough power in personnel, vehicles or funding, we could not enter the European market by ourselves." For that reason, a link with VW was like getting help from "God," he said.

But he stressed that a final accord has not been reached. "I don't know that we will actually have ties with VW," he said.

The deal would be the first cooperation between Suzuki and Volkswagen, which has links with Toyota and Nissan.

Toyota and Volkswagen have produced Toyota-based pickups together at VW's Hannover, Germany, plant since 1989. And Nissan formerly built the VW Santana in Japan under license from VW.

Suzuki, which is 3.5 percent owned by General Motors, will begin producing 1.0-liter and 1.3-liter Suzuki Swift passenger cars in Hungary in late 1992 in a joint venture with local concerns. The joint-venture company plans to build 15,000 Swifts a year initially, rising to 50,000.

Elsewhere in Europe, Suzuki has a 66 percent stake in Land Rover Santana SA, which produces the Suzuki Samurai and Land Rover sport-utility vehicles at Linares near Madrid. Some Suzuki models also are produced by IBC Vehicles Ltd. in Britain, a joint venture between General Motors and Isuzu.

Although Volkswagen and Seat say their proposed project is unrelated to Suzuki's Hungarian deal, there is speculation that whatever minicar design the two develop for Seat also will be produced in rebodied form in Hungary.

Suzuki, Japan's minicar leader with about 27 percent of the segment, exported about 130,000 cars to Europe in 1990.

For Volkswagen, an agreement with the Japanese minicar specialist would solve a long-standing dilemma for its Spanish subsidiary: how to replace the nearly 10-year-old Seat Marbella that is based on the 12-year-old Fiat Panda.

The Marbella competes in a limited European segment beneath such so-called superminis as the Ford Fiesta, Volkswagen Polo and Opel Corsa.

In recent years the segment has included the Panda, Citroen 2CV, Renault 4, Rover Mini, Fiat 126 and Suzuki's SS80/Alto and Cervo. But the segment is reopening with the advent of several new models. They include the Peugeot 105 that overlaps with the supermini segment, Fiat's all-new Cinquecento and the new Mazda 121.

Loan forms standardized

Group to solicit industrywide use

CHARLES M. THOMAS
Staff Reporter

Ray Shepard uses 12 different loan credit applications at Ray Shepard Motors Inc.

He uses forms from Ford Motor Credit Co., General Motors Acceptance Corp., Chrysler Credit Corp., Toyota Motor Credit Corp., two credit unions and five banks. His finance and insurance department even uses a credit application developed in-house for the multi-franchise dealership based in Fort Scott, Kan.

Sometimes, customers fill out three or four different applications, just in case one or more of the lenders refuse the loan.

"Customers don't really like to do it," said Shepard. "But lenders like to see their own loan applications."

The Consumer Bankers Association has come to the rescue with a plan to reduce the pile of credit forms by adopting a standard car loan application for all lenders.

It will replace the surfeit of forms dealers must use from lenders, and it will speed loan approvals. For dealers like Shepard, the association's standard loan application form is long overdue.

"We sure need it," said Shepard. "It is a superb idea that will save time and storage space."

Consumer Bankers Association has been working on the standard form for three years with the cooperation of Ford Motor Credit and Chrysler Credit.

The association hopes to establish industrywide acceptance of the standard credit application by spring, when it plans to begin supplying the forms.

"Because of the competitive nature of the auto finance business, we as lenders are often asked to consider a credit application that was completed at the dealership using another lender's loan application," explained George Williams, chairman of the association's automobile finance committee and senior vice president of AmSouth Bank in Birmingham, Ala.

Williams said a standard application that includes in a uniform format all the loan information that any lender needs will simplify the process and save time for consumers, dealers and lenders.

It wasn't easy to draft a common form. The association contacted 35 banks for input on legal compliance for every state.

Much of the work involved reordering blocks of information already on loan applications. For instance, some lenders place information about the applicant at the top of the page, while others put it in the middle.

"There were not a lot of big differences, just the position of information on the page," said Daniel Buser, the association's vice president of development.

In addition, some lenders require more or different information than others. Hence, all of the information required by lenders is on the standard form, even though some questions probably won't need to be answered by all customers.

The association's next step is to name a task force of bankers, finance company executives, dealers and computer software executives to convince the industry to adopt and use the form.

GM approves use of recycled coolants

Four systems pass year-long test

DALE JEWETT
Service Editor

After a year-long study, General Motors has approved four engine coolant recycling machines for use by dealers.

The systems, and their manufacturers, are:

- CR5001 made by ACTIV Inc.
- Bad Ethyl produced by Finish Thompson Inc.
- Cooler-cleaner by BG Inc.
- American Fluid Technology by Butler, a service that visits dealerships with truck-mounted recycling machines.

Recycled coolant produced by these four systems is comparable to virgin coolant, said Wayne Bradley, coolant project coordinator for GM's service technology group. He said such coolant is safe to use in all GM cars and the U-body minivans — with certain exceptions — without voiding warranties.

The recycled coolant is not approved for use in vehicles produced by GM's Truck & Bus Group, which include light- and medium-duty trucks and the G-body van. This is because the formulas have high amounts of silicates, which can shorten the life of the water pump seal, Bradley said.

The other exception is vehicles suspected of having failed head gaskets, Bradley said, because the tests did not evaluate the effectiveness of recycling processes on used coolant contaminated by excessive blow-by gases.

GM dealers will receive electronic service bulletins detailing the recommendations and the exceptions within the next 10 days.

Two other recycling systems, the Stanadyne ECR and the Wynn's Mark X, are still being considered.

GM is talking with the makers of the approved systems about inclusion in its Dealer Equipment Program, which lets dealers buy the equipment at reduced rates. That process is expected to be completed in December.

GM is making the results public now because dealers in a number of states, notably California and Florida, already must comply with laws requiring recycling or safe disposal of used coolant. Those dealers may want or need to buy a recycling machine outside the dealer program, Bradley said.

"This has become a big issue for dealers. They're not allowed to dump it down the drain anymore," Bradley said. "And because used coolant can be considered a hazardous waste, hauling companies have to be licensed, and there's not always a lot of them around.

"There was a sense of urgency about this. I don't think the service community could wait, and we're able to say these systems produce a coolant that meets the specifications, at least on the lab level."

Bradley said he plans a fleet test of recycled coolants for early next year. "It would be wise if we took some of each and got it into fleet vehicles," he said.

GM also is continuing to test coolant sold by off-site recycling centers. Two facilities are involved in the test, and testing of one will be completed in about a month, Bradley said. That part of the project was slowed by the large number of samples that GM submitted to the testing lab it hired.

The four machines that GM has approved use different recycling processes. The ACTIV and Finish Thompson systems use vacuum-assisted distillation to remove impurities.

The BG system relies on de-ionization, filtering out impurities at the ionic level.

The Butler system uses filtration with a centrifuge, passing the coolant through a filter to remove solubles, then heating the solution and spinning it in a centrifuge before new inhibitors are added.

Bradley conducted the test by taking samples from 200 GM employees' cars.

Results of the study will be presented in February at the annual SAE convention in Detroit.

in brief

1992 Chryslers carry flash chips

HIGHLAND PARK, Mich. — Chrysler Corp. will equip about 100,000 of its 1992 cars with "Flash Memory" programmable computers and will expand their use to about 1.2 million vehicles by 1994.

The system allows dealers to quickly reprogram one or more of a vehicle's on-board computers.

The 1992 cars using the Flash Memory system include those with 2.2- and 2.5-liter turbocharged engines and all V-6 cars and minivans sold in California.

GM reorganizes service contracts

DETROIT — General Motors has reorganized its extended service program into three plans for 1992.

GM's standard warranty runs three years or 36,000 miles.

The Powertrain plan offers 10 term and mileage options ranging from three years/50,000 miles to six years/100,000 miles for transmission/transaxle assemblies. It requires a $50 deductible.

Major Guard provides basic mechanical coverage. It also covers 10 term and mileage options up to six years/100,000 miles and has a choice of zero or $50 deductible.

Major Guard Gold adds scheduled maintenance and replacement of specified wear items. Eight term and mileage options are offered, and there is no deductible.

The programs are available for newly purchased 1989-92 GM vehicles, excluding Saturn.

Parts group names president

TORONTO — Neil De Koker has been named president of the Automotive Parts Manufacturers' Association.

De Koker worked for Magna International for four years and spent 23 years at General Motors, where he helped develop the management-employee partnership at Saturn Corp.

Honda off-site service test program delayed

First dealer blames local red tape

KRISTINE STIVEN BREESE
Staff Reporter

TORRANCE, Calif. — American Honda Motor Co. planned to start signing up dealers for its satellite service program this fall after testing the concept with five facilities around the country.

Instead, Honda has seen its pilot project get bogged down in red tape and delayed more than eight months.

The satellite service center concept is Honda's attempt to help dealers win back service customers from independent service shops. The service-only facilities have to be located within a five-mile radius of a dealer's showroom.

Honda launched the program in January and the first center was supposed to open before spring. Four more were due to open by summer.

To date, none have opened. The first is now slated to open early next month in Madison, Wis.

John Zembrick, owner of Zembrick Honda in Madison, said the project has been delayed because of "zoning and bureaucratic red tape." Not only is it behind schedule, it's over budget.

Zembrick said he's spent $965,000 on the eight-stall facility. Honda had said that dealer costs would range between $380,000 and $680,000.

Zembrick admits that at least $100,000 of what he's done, certain design elements and the addition of a child-care area, were optional. That still leaves a gap between Honda estimates and reality.

A Honda spokesman said the program is still a pilot. A second dealer, this one in Southern California, is almost ready to break ground.

One interested dealer, who asked to remain anonymous, said he's intrigued by the idea, but concerned about the cost.

"It's only for light service," said the dealer.

"That means high volume but low-cost service like oil changes. You have to wonder about spending close to $1 million in this economy for that kind of business."

> "It's only for light service. That means high volume but low-cost service like oil changes. You have to wonder about spending close to $1 million in this economy for that."
>
> HONDA DEALER

Demand for A/C training grows

GRAND PRAIRIE, Texas — Demand for the International Mobile Air Conditioning Association's training and certification program is increasing as a Jan. 1 deadline looms.

Amendments to the Clean Air Act enacted last year require technicians working on vehicle air conditioning systems to be trained and certified, and mandate recycling of the ozone-damaging refrigerant.

Technicians in Florida, Wisconsin and Southern California faced similar requirements before the federal deadline, and all three states have approved the association's program course.

Lew Langsam, of California's South Coast Air Quality Management District, estimates some 15,000 technicians will need to be trained in the four-county Southern California area. Training begins this month.

Dennis Tober, environmental specialist with the Florida Department of Environmental Regulation, pointed out, however, that technicians certified under a state's regulatory legislation still must notify the EPA of their certification to comply with the federal deadline.

The association worked with states and the EPA to develop the training program.

The program includes a 25-minute video that includes training on the responsible handling of chlorflurocarbons, environmental and regulatory issues, and instructions on the proper use of recovery and recycling equipment.

Participants then take a written test, supervised by a test administrator. The completed tests are sent to an independent third party and graded before certification is awarded.

Hands-on experience with recovery equipment also is offered in states that require it.

Corporate volunteers from Flamingo Oil Company in Miami have already trained more than 2,300 technicians.

"Our deadline was July 1. Many of our customers are car dealers and tire stores, and we felt an obligation to help get their people certified," said president Dale Moseley.

"The film does a good job of demonstrating the proper use of refrigerant recovery and recycling equipment. If the technician has had any experience at all, he won't have any trouble with the test."

September service business rises above year-ago level

DETROIT — Service and parts and accessories business at dealerships increased in September, exceeding the amount recorded in September 1990.

Service business was 101.7 percent of last year's, according to the Automotive News Service Index. It was the first time since April that business topped the year-earlier month.

But after the first three-quarters of this year, total service and parts sales trailed last year's by a narrow margin. The service index through September was 99.3 percent.

In September, all five categories in the index posted gains, led by repair orders written with a 4.5 percent increase. Gross profit on all labor and parts and accessories sales rose 2.4 percent.

In the year-to-date tally, shop parts sales was the biggest gainer, up 2.5 percent. Repair orders written and total labor sales also were up slightly, but losses were recorded in sales of all parts and accessories and gross profit on all labor and parts and accessories sales.

A number of dealership service managers attributed September's increase to more repair work on older vehicles and increased sales of used cars. Several respondents said their dealerships promoted service business more in advertisements.

One respondent noted: "I think we are finally coming out of whatever the last few years should be called — hell — maybe that's the term."

Figures used in the Automotive News Service Index are compiled from monthly reports on service and parts business from a cross-section of new-car dealerships.

SERVICE INDEX
101.7*

	Sept. '91 vs. Sept. '90	Jan.-Sept. '91 vs. Jan.-Sept. '90
Gross Profit on All Labor and P&A Sales	+ 2.4%	- 0.70%
Repair Orders Written	+ 4.5%	+ 0.50%
Total Labor Sales (Customer & Warranty)	+ 1.4%	+ 0.04%
Shop Parts Sales (Customer & Warranty)	+ 1.5%	+ 2.50%
Sales of All P&A	+ 1.3%	- 1.10%

* Survey by Automotive News shows that dealers' service and parts business in September 1991 was 101.7 percent of business in September 1990. Service business in the first nine months of 1991 was 99.3 percent of business in the corresponding period in 1990.

DOMESTIC CAR SALES, OCTOBER & YTD

	Oct. 1991	Oct. 1990	10 Mos. 1991	10 Mos. 1990
Summit	833	122	7,160	122
Talon	2,437	2,571	26,116	23,728
Premier	1,064	978	9,832	16,386
Total Eagle	**4,334**	**3,671**	**43,108**	**40,236**
Horizon	0	172	505	11,732
Laser	2,152	3,160	25,163	36,171
Sundance	6,629	7,232	44,126	53,974
Reliant	0	0	0	2,371
Acclaim*	8,494	13,806	79,765	90,894
Total Plymouth	**17,275**	**24,379**	**149,559**	**195,142**
LeBaron A*	3,857	2,318	17,713	27,160
LeBaron J	1,394	4,993	28,420	51,495
LeBaron GTS	0	0	0	1,544
Fifth Avenue (rwd)	0	0	0	740
Fifth Avenue (fwd)	3,308	5,401	30,103	31,494
Imperial	1,455	1,731	8,768	10,490
New Yorker C	2,659	2,457	12,557	36,404
Total Chrysler	**12,673**	**16,900**	**97,561**	**159,327**
Omni	0	181	561	11,578
Shadow	7,399	7,886	65,348	61,039
Monaco	539	1,902	7,153	10,811
Daytona	1,313	3,420	12,177	30,906
Aries	0	0	0	1,915
Lancer	0	0	0	1,081
Spirit*	8,919	11,061	69,458	75,603
Dynasty	11,127	11,850	92,188	86,631
Total Dodge	**29,297**	**36,350**	**246,885**	**279,564**
CHRYSLER CORP.	**63,579**	**81,250**	**537,113**	**674,269**
Escort*	18,708	30,842	211,220	247,718
Mustang	6,632	11,664	68,064	106,771
Tempo	18,137	17,386	160,416	190,702
Taurus	27,778	26,610	252,499	267,982
Thunderbird	7,385	10,059	63,449	91,320
Probe	4,114	4,070	70,420	96,417
Crown Victoria	6,216	10,625	61,372	98,392
Total Ford Div.	**68,970**	**111,256**	**887,440**	**1,099,302**
Topaz	5,854	4,629	49,536	63,301
Sable	9,857	10,189	83,122	84,020
Cougar	4,053	5,574	49,453	66,663
Grand Marquis	9,358	7,610	83,110	75,860
Total Mercury	**29,122**	**28,002**	**265,221**	**303,846**
Continental	4,734	4,520	46,057	51,412
Town Car	8,102	12,732	97,425	123,757
Mark VII	743	923	8,233	18,564
Total Lincoln	**13,579**	**18,175**	**151,715**	**193,733**
Total L-M Div.	**42,701**	**46,177**	**416,936**	**497,373**
FORD MOTOR CO.	**131,671**	**157,433**	**1,304,376**	**1,596,675**
Skyhawk	0	0	0	827
Roadmaster	4,713	0	32,724	0
Somerset/Skylark	2,083	7,439	52,915	80,668
Century*	11,755	10,283	112,378	96,286
Regal	8,350	9,044	92,624	74,391
LeSabre	11,338	12,886	82,851	133,294
Reatta	86	467	2,181	5,740
Electra/Park Ave.	5,759	8,654	73,936	49,628
Riviera	909	1,391	11,334	17,669
Total Buick	**44,995**	**50,164**	**460,944**	**458,503**
Allante	147	292	2,479	2,848
Seville	1,883	1,889	22,354	28,947
DeVille	15,509	16,008	119,855	137,992
Brougham	1,122	2,956	17,699	28,285
Eldorado	1,316	1,696	12,413	19,331
Total Cadillac	**19,977**	**32,841**	**174,800**	**217,483**
Geo Metro	7,256	7,996	61,190	34,894
Geo Prizm	5,613	7,328	83,932	93,338
Cavalier*	15,182	27,242	224,417	250,222
Camaro	5,094	4,750	45,738	71,019
Celebrity	1	419	615	27,821
Corsica/Beretta	19,784	18,308	197,897	249,961
Lumina	20,665	17,178	190,683	190,333
Caprice	7,863	8,995	102,589	139,001
Corvette	1,552	1,418	14,750	19,225
Total Chevrolet	**83,010**	**93,634**	**921,811**	**1,075,814**
Calais	1,902	9,377	45,618	86,939
Cutlass Ciera*	12,283	10,476	117,597	118,556
Cutlass Supreme	6,905	13,443	76,424	94,667
88	10,118	7,364	71,369	87,431
98	5,703	3,202	52,192	41,240
Toronado	410	875	6,068	12,521
Total Oldsmobile	**37,321**	**44,737**	**369,517**	**441,354**
Sunbird	6,985	17,168	77,426	103,391
Firebird	2,312	2,389	21,238	35,294
Grand Am	8,251	13,131	122,199	177,908
Pontiac 6000	422	4,986	21,247	42,946
Grand Prix	9,937	10,377	88,523	102,862
Bonneville H	7,703	6,619	55,532	58,785
Total Pontiac	**35,810**	**54,670**	**386,165**	**521,186**
Total Saturn	**9,257**	**0**	**58,195**	**0**
GENERAL MOTORS	**230,170**	**286,046**	**2,371,432**	**2,714,266**
Civic	13,251	13,550	136,867	164,070
Accord	30,299	22,682	282,841	237,675
HONDA	**43,550**	**36,232**	**419,708**	**401,745**
MX-6	805	1,686	19,437	25,337
626	5,879	3,506	49,900	38,260
MAZDA	**6,684**	**5,392**	**69,337**	**66,708**
Eclipse	3,434	3,828	43,269	42,280
Mirage	622	7	15,985	39
MITSUBISHI	**4,056**	**3,835**	**59,254**	**42,319**
NISSAN Sentra	**7,375**	**10,541**	**96,249**	**91,575**
Corolla	16,629	10,641	118,890	114,955
Camry	12,346	19,295	162,115	182,236
TOYOTA	**28,975**	**29,936**	**281,005**	**297,281**
SUBARU Legacy	**5,461**	**1,279**	**45,668**	**18,145**
SUZUKI Swift	**33**	**0**	**625**	**0**
DOMESTIC TOTAL	**519,954**	**591,944**	**5,184,767**	**5,994,977**
IMPORT TOTAL	**192,641**	**195,286**	**1,791,629**	**2,091,935**
INDUSTRY TOTAL	**762,195**	**787,230**	**6,976,396**	**7,986,912**

*Includes units produced in Mexico.

SALES

Toyota racks up highest-ever totals

continued from PAGE 1

Lexus in El Monte Calif., the top sellers for both makes.

Although light-vehicle sales were down 10.1 percent in October, the dip was less than the 12.3 percent decline for the year to date.

October was the first month of the traditional model year. Some new models sold well, such as the Lexus ES300 and the Pontiac Bonneville.

Heavy advertising probably helped some slightly older models, such as the Nissan Pathfinder.

But rebates, cut-rate financing, lease deals and dealers' best efforts weren't enough to rejuvenate the overall vehicle market.

Tom Webb, chief economist for the National Automobile Dealers Association, compared the selling efforts to "beating a dead horse."

Nevertheless, car sales in October were 4.4 percent higher than in September, and the October SAAR for cars was 8.8 million units, 12.8 percent above the previous month.

October light-truck sales were the lowest since February. The light-truck SAAR was 4.2 million, 9.5 percent below September. September's light-truck annual rate was the highest of the year, boosted by a battle between Ford and Chevrolet for model-year leadership in full-sized pickups. October was payback month.

Mercury, Mitsubishi, Acura, Subaru, Lexus, Eagle and BMW posted gains in car sales over October 1991. Mitsubishi also reported an increase in truck sales, as did Dodge, Nissan, Pontiac, Plymouth, Mazda, Chrysler and Suzuki.

Infiniti, for the first month ever, did not show a year-to-year gain.

Infiniti sales were 23 percent below last October, when the entry-level G20 was brand-new. The luxury division of Nissan Motor Corp. in U.S.A. is in its third model year. For 1991 to date, Infiniti sales are up 69.6 percent.

Spokesman Greg Elliott said Infiniti is "between ad campaigns," and Infiniti is up against new models at BMW and Lexus. A new ad campaign starts in December, he said, and the new Infiniti J30 is due next spring.

October car-truck sales for the Big 3 were off 12.9 percent from last year. General Motors sales fell 14.0 percent, which cut GM's market share 1.5 points to 33.3 percent. Sales of the Pontiac Bonneville jumped 25.4 percent in the last 10 days of October, and October Bonneville sales were 16.4 percent over the year-ago month. But Pontiac sales plunged 31.0 percent overall.

Ford Motor Co. slipped 14.4 percent. October sales of the Bronco II/Explorer were up 14.3 percent, but Ford light-truck sales fell 14.0 percent.

Chrysler Corp. was down 7.3 percent from October 1990, the lightest loss of the Big 3, thanks to an 11.9 percent increase in light-truck sales. Sales of both the Dodge Caravan and the Plymouth Voyager were up more than 25 percent over last year.

Japanese nameplates were about even with the year-ago month, down 328 units or 0.1 percent. That was a considerable improvement over their year-to-date sales, which were 4.5 percent below last year. Japanese nameplates had 26.6 percent of the October market, up from 24.0 percent a year ago.

Toyota Motor Sales U.S.A. attributed its gains to new Lexus models like the ES300 and the SC300 and SC400 coupes. Toyota also began selling an all-new Camry. Camry sales declined in October, but dealers said the 1992 model sold well and they wish they had more.

Customers have described the redesigned Camry as "a little Lexus," said Sterling McCall of Sterling McCall Toyota in Houston, another Top 10 Toyota and Lexus dealer.

That's probably good news for Toyota, but worrisome for Lexus.

McCall said he sold out of 1991 Toyotas in October, and he had fewer than 15 new Camrys in stock.

American Honda Motor Co. Inc. sales were up 38 units, or 0.1 percent, for October, with Acura Division ahead 2,089 and Honda off 2,051. Sales for Nissan Motor Corp. in U.S.A. were off 5.8 percent for the month and 6.3 percent for the year to date.

LIGHT-TRUCK SALES, OCTOBER & YTD

	Oct. 1991	Oct. 1990	10 Mos. 1991	10 Mos. 1990
Town & Country	587	200	3,501	2,407
Total Chrysler	**587**	**200**	**3,501**	**2,407**
Vans	3,119	3,553	37,526	48,103
Ram Wagon	1,450	1,236	15,179	18,861
Caravan	18,685	14,888	173,825	162,755
Caravan C/V	414	340	7,534	9,597
Ram 50**	546	1,232	3,717	10,345
Raider**	0	0	0	1,092
Ramcharger	435	691	4,852	9,385
Dakota	7,413	6,377	66,668	64,839
Pickups	5,672	6,274	68,175	77,403
Total Dodge	**38,734**	**34,591**	**377,476**	**402,380**
Voyager	16,304	12,764	146,132	144,906
Total Plymouth	**16,304**	**12,764**	**146,132**	**144,906**
Wrangler	3,788	3,486	40,226	44,072
Cherokee	11,026	11,262	98,313	108,719
Grand Wagoneer	0	373	3,173	5,482
Comanche	573	743	5,686	11,070
Total Jeep	**15,387**	**15,884**	**147,398**	**169,343**
CHRYSLER CORP.	**71,012**	**63,439**	**674,507**	**719,036**
Vans	8,524	9,969	88,345	127,087
Aerostar	10,929	14,278	125,289	154,704
Club Wagon	1,316	1,634	16,445	17,780
Ranger	16,636	21,641	201,555	242,397
Bronco	2,379	2,819	21,630	42,023
Bronco II/Explorer	22,415	19,620	207,738	143,098
Pickups	30,639	39,184	359,261	458,487
FORD MOTOR CO.	**92,836**	**109,145**	**1,020,263**	**1,185,576**
Vans	6,105	7,049	68,435	87,826
Sportsvan	610	525	7,851	7,396
Geo Tracker*	2,066	2,826	27,247	29,222
Astro	9,166	9,020	89,891	104,920
Lumina APV	3,342	4,015	41,392	56,293
S10	14,058	18,048	174,903	182,318
S10 Blazer	9,162	10,686	102,920	125,890
Blazer	507	1,030	8,656	14,224
Suburban	1,666	3,775	32,495	47,864
Pickups	31,553	35,235	353,979	421,845
Total Chevrolet	**78,225**	**92,209**	**907,769**	**1,077,798**
Vans	2,754	2,527	27,686	31,439
Safari	2,508	2,824	28,479	29,378
S15/Sonoma	3,466	4,342	38,039	39,145
S15 Jimmy	2,361	2,930	24,595	31,452
Jimmy	120	332	2,181	4,120
Suburban	1,105	1,766	14,331	20,574
Pickups	10,218	11,213	101,349	119,493
P Model	129	226	1,974	2,284
W4	137	103	1,127	1,090
Total GMC	**22,798**	**26,263**	**239,761**	**278,975**
Silhouette	1,239	2,512	15,953	22,299
Bravada	1,061	5	9,461	5
Total Oldsmobile	**2,328**	**2,517**	**25,414**	**22,304**
Trans Sport	2,628	2,235	19,593	26,196
Total Pontiac	**2,628**	**2,235**	**19,593**	**26,196**
GENERAL MOTORS	**105,981**	**123,224**	**1,192,537**	**1,405,273**
DAIHATSU Rocky	**195**	**270**	**2,431**	**3,967**
Pickup*	2,507	4,795	30,995	38,660
Amigo	634	621	6,868	8,773
Trooper	1,171	2,920	24,013	37,094
Rodeo*	2,012	1,327	19,740	3,170
ISUZU	**6,324**	**9,663**	**81,616**	**87,697**
Pickup	5,822	5,244	53,296	68,879
MPV	3,147	3,711	43,171	35,486
Navajo*	1,149	927	9,624	1,522
MAZDA	**10,118**	**9,882**	**106,091**	**105,887**
Pickup	1,880	1,233	16,762	21,481
Montero	747	1,173	7,870	11,152
Van	0	55	58	692
MITSUBISHI	**2,627**	**2,461**	**24,690**	**33,325**
Pickup*	11,402	10,858	113,574	118,132
Pathfinder	3,772	3,470	32,754	26,594
Axxess	14	766	333	6,960
Van	0	1	6	60
Hawaii	0	0	785	1,743
NISSAN	**15,188**	**15,095**	**147,452**	**153,488**
RANGE ROVER	**220**	**315**	**2,452**	**3,869**
Samurai	259	358	3,974	4,933
Sidekick*	832	625	9,845	7,015
SUZUKI	**1,091**	**983**	**13,819**	**11,948**
Pickups	14,341	13,660	136,931	152,637
Previa	3,999	3,834	43,823	34,678
4Runner	4,195	4,103	37,613	41,039
Land Cruiser	822	534	7,014	4,761
Van	0	3	0	232
TOYOTA	**23,357**	**24,804**	**225,381**	**238,817**
VOLKSWAGEN Vanagon	**295**	**390**	**4,715**	**5,856**
IMPORTS	**59,365**	**63,863**	**606,647**	**641,865**
INDUSTRY TOTAL	**329,218**	**359,871**	**3,486,954**	**3,951,749**

*Includes domestic vehicles.

Sales charts compiled by Karen Dellorvoid

U.S. CAR AND LIGHT-TRUCK SALES, OCTOBER — 1991 vs. 1990 (ranked by car and light-truck total sales)

Make	Car Sales 1991	Car Sales 1990	1991 Share	1990 Share	Truck Sales 1991	Truck Sales 1990	1991 Share	1990 Share	Car & Truck Totals 1991	Car & Truck Totals 1990	% Share of Total Car & Truck Market 1991	% Share of Total Car & Truck Market 1990	Changes Share (Points)	Changes Sales (Percent)
Ford	94,096	114,912	13.4	14.6	92,838	109,145	28.2	30.3	186,934	224,057	18.1	19.5	−1.4	−16.6
Chevrolet/Geo†	87,733	101,429	12.5	12.9	78,235	92,209	23.8	25.6	165,968	193,638	16.1	16.9	−0.8	−14.3
Toyota	59,554	59,202	8.5	7.5	23,357	24,804	7.1	6.9	82,911	84,006	8.0	7.3	0.7	− 1.3
Dodge	32,275	39,847	4.6	5.1	38,734	34,591	11.8	9.6	71,009	74,438	6.9	6.5	0.4	− 4.6
Honda	60,203	62,254	8.6	7.9	—	—	—	—	60,203	62,254	5.8	5.4	0.4	− 3.3
Nissan	30,259	32,644	4.3	4.1	15,188	15,095	4.6	4.2	45,447	47,739	4.4	4.2	0.2	− 4.8
Buick	44,995	50,164	6.4	6.4	—	—	—	—	44,995	50,164	4.4	4.4	0.0	−10.3
Pontiac	37,977	56,620	5.4	7.2	2,628	2,235	0.8	0.6	40,605	58,855	3.9	5.1	−1.2	−31.0
Oldsmobile	37,321	44,737	5.3	5.7	2,320	2,517	0.7	0.7	39,641	47,254	3.8	4.1	−0.3	−16.1
Mercury	36,395	34,452	5.2	4.4	—	—	—	—	36,395	34,452	3.5	3.0	0.5	5.6
Plymouth	18,918	26,789	2.7	3.4	16,304	12,764	5.0	3.5	35,222	39,553	3.4	3.4	0.0	−10.9
Mazda	16,432	16,765	2.3	2.1	10,118	9,882	3.1	2.7	26,550	26,647	2.6	2.3	0.3	− 0.4
GMC	—	—	—	—	22,798	26,263	6.9	7.3	22,798	26,263	2.2	2.3	−0.1	−13.2
Cadillac	19,977	22,841	2.8	2.9	—	—	—	—	19,977	22,841	1.9	2.0	−0.1	−12.5
Mitsubishi	14,073	10,634	2.0	1.4	2,627	2,461	0.8	0.7	16,700	13,095	1.6	1.1	0.5	27.5
Jeep	—	—	—	—	15,387	15,884	4.7	4.4	15,387	15,884	1.5	1.4	0.1	− 3.1
Lincoln	13,579	18,175	1.9	2.3	—	—	—	—	13,579	18,175	1.3	1.6	−0.3	−25.3
Chrysler	12,673	17,083	1.8	2.2	587	200	0.2	0.1	13,260	17,283	1.3	1.5	−0.2	−23.3
Acura	13,252	11,163	1.9	1.4	—	—	—	—	13,252	11,163	1.3	1.0	0.3	18.7
Subaru	9,948	8,414	1.4	1.1	—	—	—	—	9,948	8,414	1.0	0.7	0.2	18.2
Saturn	9,257	0	1.3	0.0	—	—	—	—	9,257	0	0.9	0.0	0.9	—
Hyundai	8,743	10,202	1.2	1.3	—	—	—	—	8,743	10,202	0.8	0.9	0.0	−14.3
Lexus	7,955	5,530	1.1	0.7	—	—	—	—	7,955	5,530	0.8	0.5	0.3	43.9
Isuzu	1,017	1,084	0.1	0.1	6,324	9,663	1.9	2.7	7,341	10,747	0.7	0.9	−0.2	−31.7
VW	6,935	10,251	1.0	1.3	265	390	0.1	0.1	7,200	10,641	0.7	0.9	−0.2	−32.3
Mercedes	5,609	6,795	0.8	0.9	—	—	—	—	5,609	6,795	0.5	0.6	0.0	−17.5
Eagle	5,485	4,308	0.8	0.5	—	—	—	—	5,485	4,308	0.5	0.4	0.2	27.3
BMW	4,845	4,776	0.7	0.6	—	—	—	—	4,845	4,776	0.5	0.4	0.1	1.4
Volvo	4,638	5,196	0.7	0.7	—	—	—	—	4,638	5,196	0.4	0.5	0.0	−10.7
Infiniti	2,116	2,749	0.3	0.3	—	—	—	—	2,116	2,749	0.2	0.2	0.0	−23.0
Suzuki	518	622	0.1	0.1	1,091	983	0.3	0.3	1,609	1,605	0.2	0.1	0.0	0.2
Saab	1,564	1,967	0.2	0.2	—	—	—	—	1,564	1,967	0.2	0.2	0.0	−20.5
Audi	1,151	1,474	0.2	0.2	—	—	—	—	1,151	1,474	0.1	0.1	0.0	−21.9
Jaguar	926	1,089	0.1	0.1	—	—	—	—	926	1,089	0.1	0.1	0.0	−15.0
Daihatsu	506	842	0.1	0.1	195	270	0.1	0.1	701	1,112	0.1	0.1	0.0	−37.0
Porsche	350	605	0.0	0.1	—	—	—	—	350	605	0.0	0.1	0.0	−42.1
Yugo	303	503	0.0	0.1	—	—	—	—	303	503	0.0	0.0	0.0	−39.8
Alfa Romeo	234	300	0.0	0.0	—	—	—	—	234	300	0.0	0.0	0.0	−22.0
Range Rover	—	—	—	—	220	315	0.1	0.1	220	315	0.0	0.0	0.0	−30.2
Peugeot	113	312	0.0	0.0	—	—	—	—	113	312	0.0	0.0	0.0	−63.8
Sterling	103	305	0.0	0.0	—	—	—	—	103	305	0.0	0.0	0.0	−66.2
Other*	167	195	0.0	0.0	—	—	—	—	167	195	0.0	0.0	0.0	−14.4
TOTAL	**702,195**	**787,230**	**100.0**	**100.0**	**329,216**	**359,671**	**100.0**	**100.0**	**1,031,411**	**1,146,901**	**100.0**	**100.0**	**0.0**	**−10.1**
TOTAL BIG 3	**450,681**	**531,357**	**64.2**	**67.5**	**269,831**	**295,808**	**82.0**	**82.2**	**720,512**	**827,165**	**69.9**	**72.1**	**−2.3**	**−12.9**
TOTAL JAPAN	**215,833**	**211,903**	**30.7**	**26.9**	**58,900**	**63,158**	**17.9**	**17.6**	**274,733**	**275,061**	**26.6**	**24.0**	**2.7**	**− 0.1**
TOTAL EUROPE	**26,938**	**33,768**	**3.8**	**4.3**	**485**	**705**	**0.1**	**0.2**	**27,423**	**34,473**	**2.7**	**3.0**	**−0.3**	**−20.5**
GM	237,260	275,791	33.8	35.0	105,981	123,224	32.2	34.3	343,241	399,015	33.3	34.8	−1.5	−14.0
Ford	144,070	167,539	20.5	21.3	92,838	109,145	28.2	30.3	236,908	276,684	23.0	24.1	−1.2	−14.4
Chrysler	69,351	88,027	9.9	11.2	71,012	63,439	21.6	17.6	140,363	151,466	13.6	13.2	0.4	− 7.3
Toyota/Lexus	67,509	64,732	9.6	8.2	23,357	24,804	7.1	6.9	90,866	89,536	8.8	7.8	1.0	1.5
Honda/Acura	73,455	73,417	10.5	9.3	—	—	—	—	73,455	73,417	7.1	6.4	0.7	0.1
Nissan/Infiniti	32,375	35,393	4.6	4.5	15,188	15,095	4.6	4.2	47,563	50,488	4.6	4.4	0.2	− 5.8
VW/Audi	8,086	11,725	1.2	1.5	265	390	0.1	0.1	8,351	12,115	0.8	1.1	−0.2	−31.1
†Geo	*26,387*	*25,419*	*3.8*	*3.2*	*3,046*	*3,176*	*0.9*	*0.9*	*29,433*	*28,595*	*2.9*	*2.5*	*0.4*	*2.9*
*Made by Japan***	*247,992*	*244,099*	*35.3*	*31.0*	*61,343*	*66,639*	*18.6*	*18.5*	*308,184*	*310,101*	*29.9*	*27.0*	*2.8*	*− 0.6*

*Includes 1991 estimated sales of 80-Ferrari, 27-Rolls/Bentley, 22-Lotus, 20-Maserati, 13-Lamborghini, and 5-Aston Martin.
**Includes vehicles sold by Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by Japanese but made in Big 3 plants.

U.S. CAR AND LIGHT-TRUCK SALES, 10 MONTHS — 1991 vs. 1990 (ranked by car and light-truck total sales)

Make	Car Sales 1991	Car Sales 1990	1991 Share	1990 Share	Truck Sales 1991	Truck Sales 1990	1991 Share	1990 Share	Car & Truck Totals 1991	Car & Truck Totals 1990	% Share of Total Car & Truck Market 1991	% Share of Total Car & Truck Market 1990	Changes Share (Points)	Changes Sales (Percent)
Ford	920,800	1,146,490	13.2	14.4	1,020,263	1,185,576	29.2	30.0	1,941,063	2,332,066	18.5	19.5	−1.0	−16.8
Chevrolet/Geo†	1,001,969	1,192,629	14.4	14.9	907,769	1,077,798	26.0	27.3	1,909,738	2,270,427	18.2	19.0	−0.8	−15.9
Toyota	566,734	605,300	8.1	7.6	225,381	236,017	6.4	6.0	792,115	841,317	7.6	7.0	0.5	− 5.8
Dodge	279,721	300,697	4.0	3.8	377,476	402,380	10.8	10.2	657,197	703,077	6.3	5.9	0.4	− 6.5
Honda	567,489	609,252	8.1	7.6	—	—	—	—	567,489	609,252	5.4	5.1	0.3	− 6.9
Nissan	324,068	364,671	4.6	4.6	147,452	153,489	4.2	3.9	471,520	518,160	4.5	4.3	0.2	− 9.0
Buick	460,944	458,503	6.5	5.7	—	—	—	—	460,944	458,503	4.4	3.8	0.6	0.5
Pontiac	417,194	557,138	6.0	7.0	19,593	26,196	0.6	0.7	436,787	583,334	4.2	4.9	−0.7	−25.1
Oldsmobile	369,517	441,354	5.3	5.5	25,414	22,304	0.7	0.6	394,931	463,658	3.8	3.9	−0.1	−14.8
Mercury	322,072	338,810	4.6	4.2	—	—	—	—	322,072	338,810	3.1	2.8	0.2	− 4.9
Plymouth	164,502	213,630	2.4	2.7	146,132	144,906	4.2	3.7	310,634	358,536	3.0	3.0	0.0	−13.4
Mazda	192,800	199,030	2.8	2.5	106,091	105,867	3.0	2.7	298,891	304,917	2.9	2.6	0.3	− 2.0
GMC	—	—	—	—	239,761	278,975	6.9	7.1	239,761	278,975	2.3	2.3	0.0	−14.1
Cadillac	174,800	217,403	2.5	2.7	—	—	—	—	174,800	217,403	1.7	1.8	−0.2	−19.6
Mitsubishi	136,360	130,304	2.0	1.6	24,690	33,325	0.7	0.8	161,050	163,629	1.5	1.4	0.2	− 1.6
Lincoln	151,715	193,733	2.2	2.4	—	—	—	—	151,715	193,733	1.4	1.6	−0.2	−21.7
Jeep	—	—	—	—	147,398	169,343	4.2	4.3	147,398	169,343	1.4	1.4	0.0	−13.0
Acura	122,578	120,114	1.8	1.5	—	—	—	—	122,578	120,114	1.2	1.0	0.2	2.1
Hyundai	102,609	113,928	1.5	1.4	—	—	—	—	102,609	113,928	1.0	1.0	0.0	− 9.9
Chrysler	98,638	163,198	1.4	2.0	3,501	2,407	0.1	0.1	102,139	165,605	1.0	1.4	−0.4	−38.3
Subaru	94,286	91,780	1.4	1.1	—	—	—	—	94,286	91,780	0.9	0.8	0.1	2.7
Isuzu	11,321	4,370	0.2	0.1	81,616	87,697	2.3	2.2	92,937	92,067	0.9	0.8	0.1	0.9
VW	80,655	113,304	1.2	1.4	4,715	5,856	0.1	0.1	85,370	119,160	0.8	1.0	−0.2	−28.4
Volvo	59,450	78,802	0.9	1.0	—	—	—	—	59,450	78,802	0.6	0.7	−0.1	−24.6
Saturn	58,195	0	0.8	0.0	—	—	—	—	58,195	0	0.6	0.0	0.6	—
Lexus	55,226	50,944	0.8	0.6	—	—	—	—	55,226	50,944	0.5	0.4	0.1	8.4
Eagle	51,123	52,207	0.7	0.7	—	—	—	—	51,123	52,207	0.5	0.4	0.1	− 2.1
Mercedes	49,219	62,523	0.7	0.8	—	—	—	—	49,219	62,523	0.5	0.5	−0.1	−21.3
BMW	43,519	51,360	0.6	0.6	—	—	—	—	43,519	51,360	0.4	0.4	0.0	−15.3
Infiniti	30,705	18,104	0.4	0.2	—	—	—	—	30,705	18,104	0.3	0.2	0.1	69.6
Saab	22,289	22,635	0.3	0.3	—	—	—	—	22,289	22,635	0.2	0.2	0.0	− 1.5
Suzuki	4,708	5,815	0.1	0.1	13,819	11,948	0.4	0.3	18,527	17,763	0.2	0.1	0.0	4.3
Audi	10,191	18,478	0.1	0.2	—	—	—	—	10,191	18,478	0.1	0.2	−0.1	−44.8
Jaguar	8,069	15,180	0.1	0.2	—	—	—	—	8,069	15,180	0.1	0.1	−0.1	−46.8
Daihatsu	5,365	9,563	0.1	0.1	2,431	3,967	0.1	0.1	7,796	13,530	0.1	0.1	0.0	−42.4
Porsche	3,843	7,694	0.1	0.1	—	—	—	—	3,843	7,694	0.0	0.1	0.0	−50.1
Peugeot	3,376	3,654	0.0	0.0	—	—	—	—	3,376	3,654	0.0	0.0	0.0	− 7.6
Alfa Romeo	3,125	2,917	0.0	0.0	—	—	—	—	3,125	2,917	0.0	0.0	0.0	7.1
Sterling	2,744	3,443	0.0	0.0	—	—	—	—	2,744	3,443	0.0	0.0	0.0	−20.3
Yugo	2,461	5,605	0.0	0.1	—	—	—	—	2,461	5,605	0.0	0.0	0.0	−56.1
Range Rover	—	—	—	—	2,452	3,669	0.1	0.1	2,452	3,669	0.0	0.0	0.0	−33.2
Other*	2,016	2,350	0.0	0.0	—	—	—	—	2,016	2,350	0.0	0.0	0.0	−14.2
TOTAL	**6,976,396**	**7,986,912**	**100.0**	**100.0**	**3,495,954**	**3,951,740**	**100.0**	**100.0**	**10,472,350**	**11,938,652**	**100.0**	**100.0**	**0.0**	**−12.3**
TOTAL BIG 3	**4,471,190**	**5,275,792**	**64.1**	**66.1**	**2,887,387**	**3,389,885**	**82.6**	**83.8**	**7,358,497**	**8,585,677**	**70.3**	**71.9**	**−1.6**	**−14.3**
TOTAL JAPAN	**2,111,640**	**2,209,247**	**30.3**	**27.7**	**601,480**	**632,330**	**17.2**	**16.0**	**2,713,120**	**2,841,577**	**25.9**	**23.8**	**2.1**	**− 4.5**
TOTAL EUROPE	**290,957**	**387,945**	**4.2**	**4.9**	**7,167**	**9,525**	**0.2**	**0.2**	**298,124**	**397,470**	**2.8**	**3.3**	**−0.5**	**−25.0**
GM	2,482,619	2,867,027	35.6	35.9	1,192,537	1,405,273	34.1	35.6	3,675,156	4,272,300	35.1	35.8	−0.7	−14.0
Ford	1,394,587	1,679,033	20.0	21.0	1,020,263	1,185,576	29.2	30.0	2,414,850	2,864,609	23.1	24.0	−0.9	−15.7
Chrysler	593,984	729,732	8.5	9.1	674,507	719,036	19.3	18.2	1,268,491	1,448,768	12.1	12.1	0.0	−12.4
Toyota/Lexus	621,960	656,244	8.9	8.2	225,381	236,017	6.4	6.0	847,341	892,261	8.1	7.5	0.6	− 5.0
Honda/Acura	690,067	729,360	9.9	9.1	—	—	—	—	690,067	729,360	6.6	6.1	0.5	− 5.4
Nissan/Infiniti	354,773	382,775	5.1	4.8	147,452	153,489	4.2	3.9	502,225	536,264	4.8	4.5	0.3	− 6.3
VW/Audi	90,846	131,782	1.3	1.6	4,715	5,856	0.1	0.1	95,561	137,638	0.9	1.2	−0.2	−30.6
†Geo	*225,251*	*245,047*	*3.2*	*3.1*	*27,247*	*29,222*	*0.8*	*0.7*	*252,498*	*274,269*	*2.4*	*2.3*	*0.1*	*− 7.9*
*Made by Japan***	*2,393,782*	*2,508,386*	*34.3*	*31.4*	*622,820*	*671,467*	*17.8*	*17.0*	*3,008,567*	*3,168,357*	*28.7*	*26.5*	*2.2*	*− 5.0*

*Includes 1991 estimated sales of 808-Ferrari, 586-Rolls/Bentley, 270-Lotus, 298-Maserati, 130-Lamborghini, and 50-Aston Martin.
**Includes vehicles sold by Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by Japanese but made in Big 3 plants.

TOP 10 SELLERS, OCTOBER 1991

	Sales
1. Honda Accord	37,778
2. Chevrolet C/K pickup	31,553
3. Ford F-series pickup	30,639
4. Ford Taurus	27,778
5. Toyota Camry	23,735
6. Ford Explorer	22,415
7. Chevrolet Lumina	20,665
8. Honda Civic	20,396
9. Toyota Corolla	20,161
10. Chev. Corsica/Beretta	19,784

Source: Automotive News Data Center

STEMPEL

Congress' inactivity cripples industry

continued from PAGE 3

■ Stempel accused Congress of inactivity on the budget and trade deficits, unemployment, the recession and other key economic issues.

He said Congress is more interested in "piling on" an already depressed auto industry higher corporate average fuel economy rules that are likely to have only "perverse effects."

"That's not the way to run the country," Stempel said. "We should be growing and we should be adding jobs. In order to do that, you've got to get the country back in a growth position and you've got to have us competitive on a worldwide basis. And you cannot be doing things at home to make you non-competitive in the world market."

■ Stempel suggested that as bad as the federal budget deficit is, President Bush should temporarily put deficit reduction on hold and work on kick-starting the economy.

"Maybe the president has to put some different priorities out there and recognize that while he'd like to work on the deficit, he's got a recession on his hands," Stempel said. "We can fix the deficit and drive ourselves down into an even deeper recession."

■ If customers don't believe the recession is over, it isn't over, Stempel said.

"I would like you to believe it, I would like my friends and neighbors to believe it, and I'd like my customers to believe it," Stempel said.

"Unfortunately, their children can't get a job, having just graduated from college, and the guy down the street has been laid off for the first time in 30 years.

"You know what? The customer says, 'I don't think the recession is over.' This time, I think maybe the public is right."

■ Stempel did not offer a goal for GM's 1992 market share, other than to state the obvious: "As much as we can get. Each 10th (of a point) has come very hard, and it's going to continue to be that way."

Through October, GM had 35.1 percent of the U.S. car and light-truck market for 1991, down from 35.8 percent for the first 10 months of last year.

The company's long-term goal is to get back above 40 percent.

■ Stempel is happy with Saturn's high sales per dealership: "You don't have to be a Japanese dealer to have (good) sales per dealer," he said. "That's why 50 percent of the Saturn dealers are in the black, which is good."

■ GM will utilize 100 percent of plant capacity by the end of 1992, as planned, but Stempel would not discuss how it will get there or how many more plants will be

incentive WATCH

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS

SUBARU (expires Jan. 3)

Legacy L and L Plus (1992)	$500
Loyale (1991-92)	$500
XT, XT-6 (1991)	$2,000

CONTINUING PROGRAMS

CHRYSLER CORP.

All programs expire Dec. 31. Finance rates in lieu of rebates start at 6.9 percent on minivans, 4.9 percent on other models.

In addition to the rebates on retail purchases listed here, Chrysler Corp. offers rebates under its Gold Key Plus Program. The rebates, which expire Dec. 31, are $250 to $2,000 on 1992 models and $150 to $1,975 on 1992 models.

1992 models

Chrysler Imperial, New Yorker Fifth Avenue	$1,000
LeBaron coupe, New Yorker Salon	$750
LeBaron sedan	$500
Dodge Monaco	$1,500
Dynasty	$1,000
Shadow conv.	$750
Shadow highline, Daytona, Spirit, Colt	$500
Shadow America	$300
Dodge Ram pickup (gas engine), Ram van conversion, Ramcharger	$1,000
Ram van and wagon, Dakota	$750
Ram 50	$300
Eagle Premier	$1,500
Talon, Summit	$500
Jeep Cherokee	$1,000
Comanche	$750
Wrangler	$500
Plymouth Sundance highline	$500
Acclaim, Laser, Colt hatchback	$500
Sundance America	$300

1990-91 models

Chrysler Imperial	$2,000
New Yorker Fifth Avenue and Salon, LeBaron sedan	$1,500
LeBaron coupe and conv.	$1,000
Dodge Shadow conv.	$2,000
Spirit, Monaco, Dynasty	$1,500
Daytona	$1,250
Colt GL, Shadow highline	$1,000
Shadow America, Colt	$700
Dodge Ram van conversion, Ram pickup (gas engine), Ramcharger	$1,500
Ram wagon, Ram van	$1,250
Dakota	$1,000
Ram 50	$750
Eagle Talon TSi, Premier	$1,500
Other Talon	$1,200
Summit 4-dr., Summit ES 3-dr.	$1,000
Summit base 3-dr.	$750
Jeep Cherokee, Grand Wagoneer	$1,500
Comanche	$1,000
Wrangler	$500
Plymouth Acclaim, Laser RS Turbo	$1,500
Other Laser	$1,200
Sundance highline	$1,000
Sundance America	$700
All awd minivans	$1,000
All 2wd minivans	$500

FORD MOTOR CO.

1992 models

Expires Dec. 3. In lieu of rebates, 4.8 percent loans on Probe, 7.9 on other Ford and Mercury; no finance incentive on Lincoln.

Ford Festiva, Mustang, Taurus	$500
Tempo*	$500
Thunderbird, Crown Victoria	$750
Escort GT and LX-E**	$750
Probe, Taurus SHO	$750
Aerostar*	$500
F series	$500
Ranger	$750
Bronco	$1,000
Mercury Sable	$500
Topaz*	$500
Tracer LTS*	$750
Capri, Cougar, Grand Marquis	$750
All Lincoln	$1,000

*Tempo, Topaz and Aerostar — $1,000 or 7.9 percent loan in Northeast

**Escort Pony and LX and Tracer sedan and wagon — $500 or 7.9 percent loan in Central and Great Lakes regions.

1990-91 models

1990-91 Ford models and 1991 L-M models, expires Dec. 3. In lieu of rebate, 4.8 percent loans on Festiva and Probe, 7.9 percent on other Ford and Mercury. No finance incentive on Lincoln.

Ford Escort (except GT), Mustang, Taurus, Tempo, Thunderbird	$400
Escort GT, Taurus SHO	$600
Festiva, Probe	$1,000
Aerostar*	$400
Ranger, F series, Econoline E-150 (except RV)	$400
Bronco, Econoline E-150 (RV)	$1,000
Mercury Tracer (except LTS), Topaz, Sable, Cougar	$400
Tracer LTS	$600
Capri	$1,000
All Lincoln	$2,000

*Aerostar — $1,000 or 7.9 percent loan in Northeast.

GENERAL MOTORS

Expires Feb. 4. Finance rates in lieu of rebates start at 2.9 percent for Buick, Oldsmobile and Pontiac; 6.9 percent for Chevrolet and GMC.

1992 models

Buick Skylark*	$250-750*
Century, Regal*	$250-1,000*
Riviera	$2,000
Chevrolet Caprice	$1,000
Geo Metro and Storm	$750
Geo Prizm, Camaro, Beretta, Lumina	$500
Cavalier	$300
G van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup	$750
C/K pickup	$500
GMC G-van, S15 Jimmy (except Typhoon)	$1,000
Sonoma (except Cyclone, GT), Safari	$750
Sierra (except Crew Cab)	$500
Oldsmobile Cutlass Ciera (national)	$1,000
Regional programs, various models	$500-2,000
Pontiac Trans Sport	$1,000
Grand Prix	$750
LeMans, Firebird	$500

*Based on option package selected.

1991 models

Cadillac All models except Allante (expires Dec. 31)	$2,000
Chevrolet Caprice	$1,000
Geo Metro, Camaro	$750
Geo Storm and Prizm, Beretta, Lumina	$500
Cavalier, Corsica	$300
V Blazer, Suburban, G-van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup, R/V and C/K pickups	$500
GMC V Jimmy, Suburban	$1,500
S15 Jimmy, G-van, Safari	$1,000
Sonoma (except Cyclone)	$750
Sierra, R/V pickups	$500
Oldsmobile - regional programs, various models	$500-2,000
Pontiac Trans Sport, LeMans, Firebird	$1,000
Grand Prix	$750

HYUNDAI

49 states (expires Jan. 3)

Sonata with SE pkg. (1991), Excel with SE pkg. (1991)	$500
Scoupe (1991), Excel base (1991)	$750
Other Excel (1991), Other Sonata (1991)	$1,000

California only (1991 models, expires April 2)

Excel, Scoupe	$750-1,000
Sonata	$1,000-1,500

All states (1991 models, expires Jan. 3)

All 1991 models if trade is a 1986-90 Hyundai	$1,000

MAZDA (expires Jan. 3)

Navajo (1991)	$1,000
Trucks (1992)	$1,000

ROLLS-ROYCE/BENTLEY (1991 models; expires Dec. 31)

All models Company pays U.S. luxury tax

Automakers plant new crop of rebates

ARLENA SAWYERS
Staff Reporter

Nissan Motor Corp. in U.S.A., Subaru of America Inc. and Toyota Motor Sales U.S.A. Inc. announced new incentives last week. Also, Chrysler Corp. and Saab Cars USA Inc. sweetened their programs and Cadillac is offering an incentive to a select group of consumers.

Through Jan. 3, **Nissan's** factory-to-dealer rebates on 1991 vehicles are $300 to $1,800 on cars, $1,200 on pickups and $1,400 on Pathfinder.

On 1992s, the dealer incentives are $300 to $1,000 on cars, $900 on pickups, $600 on Pathfinder.

The dealer rebate of $2,500 to $3,500 on sales on 1991 300ZX models continues through Feb. 2.

Subaru's new program includes customer and dealer incentives. Customer rebates are $500 on 1991 and 1992 Loyale front-wheel-drive sedans and all-wheel-drive wagons; $2,000 on the 1991 XT and XT6; and $500 on the 1992 Legacy L and L Plus.

Subaru dealers receive $1,200 on all 1991 Legacys. Some 1991 Legacys carry an additional $500 for dealers, depending on the region. Subaru's program expires Jan 3.

Toyota is paying dealers $500 to $700 on 1991 Camrys and 1991 and 1992 Corollas. On 1991 and 1992 pickups, dealers receive $600 to $1,400. Payments are based on performance against quota. Toyota's program expires Jan. 3.

Chrysler reinstated its new-car retail purchase or lease program for military personnel. The rebate is $500 on eligible 1991 or 1992 models and is in addition to other consumer rebates.

Cadillac is sending select prospects a certificate worth $2,000 off the price of a 1992 DeVille/Fleetwood or Brougham. Dubbed the "Cadillac Purchase Dividend," the certificate is good through Dec. 31.

Saab broadened its "Flexible Finance" program to include all 1992 Saab models. It previously covered only 1992 convertibles in the 900 and 9000 series.

The program allows buyers to choose their monthly payment and finance rate based on down payment. Terms are available for 24-, 36- and 48-month contracts, and down payment requirements range from 20 percent to 40 percent. The program ends Nov. 30.

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

NISSAN (expires Jan. 3, unless otherwise noted)

1992 models

Stanza	$1,000
Maxima GXE	$800
Sentra	$300
Pickups	$900
Pathfinder	$600

1991 models

Stanza	$1,800
Maxima	$800
240SX	$600
Sentra	$300
Pathfinder	$1,400
Pickups	$1,200
300ZX (expires Feb. 2)	$2,500-3,500, quota

SUBARU (expires Jan. 3)

Legacy (1991)	$1,200-1,700, based on region

CONTINUING PROGRAMS

ACURA (1991 models, expires Jan. 3)

Legend sedan	$2,500
Legend coupe	$3,000

ALFA ROMEO (expires Dec. 31)

164, 164L automatic (1991)	Up to $200 per car monthly in floorplan aid

GENERAL MOTORS

Chevrolet (expires Feb. 4)	
Caprice (1992)	$250-800, quota
Camaro (1992)	$300-750, quota
Corvette ZR-1 (1992)	$2,000
Other Corvette (1992)	$1,000
Corvette ZR-1 (1991)	$3,000
Other Corvette (1991)	$2,000
Cadillac Allante (1991) (no expiration date)	$7,500 on first sale, $8,500 on additional sales
Pontiac Sunbird	$300

CHRYSLER CORP. (expires Dec. 31)

Eagle Talon (base, 1991-92)	$750
Jeep Cherokee Laredo (1991-92)	$1,000

HYUNDAI (California only, 1991 models, expires Nov. 30)

Excel	$300
Sonata	$400
Scoupe	$500

Payment is for models purchased from Hyundai Motor America.

ISUZU (1991-92 models, unless otherwise noted; expires Dec. 31)

Cars*	$800-1,800
All pickups*	$1,000-1,500
4x4 pickups (bonus, 1990-91)	$500
Trooper*	$1,500-1,800
Rodeo*	$00-500

*Based on number sold

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

SUZUKI (expires Dec. 3)

Swift (1991)	$700-1,000
Swift (1992)	$400-700
Sidekick (1991)	$500-1,000
Sidekick (1992)	$300-700

STERLING (no expiration date)

All models	$8,000*

*Or $3,000 if customer chooses 0 percent financing

TOYOTA (expires Jan. 3)

Camry (1991), Corolla (1991-92)	$500-700, quota
Base 4x2 pickup (1991-92)	$1,000-1,400, quota
Other pickups	$600-1,000, quota

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

VOLVO (1991 models; expires Dec. 31)

240 series	$1,500
740 series	$1,750-2,500
940 series	$1,500-2,500
780 coupe	$2,500

Toyota inquiry is a murky quest

LINDSAY CHAPPELL
Staff Reporter

A congressional probe into charges of corporate misconduct by Toyota Motor Corp.'s U.S. operations will have to sort through a thicket of complicated and often mysterious industry sales practices.

The charges, contained in lawsuits against the carmaker's independent distributor in the Southeast, allege that Toyota Motor Sales U.S.A. Inc. knew of or participated in falsifying U.S. sales figures, cheated on restraints that limit Japanese car exports to this country and engaged in deceptive advertising.

Most of the charges cover the period from about 1982 to 1986, making fact-finding more difficult.

A look at two of the charges shows how complex the issues are:

■ Dodging export restrictions

Documents provided by the Washington office of Rep. John Dingell, D-Mich., say that in the early to mid-1980s, Toyota Motor Corp. sidestepped restraints on exports from Japan by moving cars to U.S. dealers through Guam and Puerto Rico.

During that time, a bilateral agreement that limited exports evolved into Japan's unilateral decision to cap its car exports to the United States at 2.3 million a year. The companies' individual quotas customarily are not revealed, but at the time Toyota was believed to be bumping against its ceiling. Toyota built its first cars in the United States in 1985; its car sales reached 640,000 in 1986.

According to the allegation, Toyota knew that its dealers were skirting the restraints by using a secondary pipeline of cars from U.S. territories.

Officials at both Toyota Motor Sales and Southeast Toyota Distributors Inc. acknowledge that individual dealers may have engaged in small-time "gray-market" importing, but they maintain that there was no official sanction. They also note that dealers of many import lines have been guilty of gray-market importing over the years.

Toyota spokesman James Olson said "thousands" of so-called Toyota "swimmers" entered the United States indirectly.

Dennis Fitzgibbons, an aide to Dingell, said the question is whether Toyota — or the Japanese government — violated the spirit of its export policies. "It might not be illegal, but it would have trade-policy implications if it comes to light that a foreign government wasn't honoring" its own trade policies, he said.

■ False sales reporting

Toyota Motor Sales and Southeast Toyota are accused of operating a false-sales reporting scheme that affected the way imported cars were allocated within the United States.

According to suits filed by current and former dealers for Southeast Toyota, the distributor forced retailers to submit bogus sales reports to both the factory and to state vehicle registration authorities in order to misrepresent Southeast's sales volume. Because Toyota cars are allocated to dealers on a "turn-to-earn" basis, the territory that reports the most sales receives the largest share of future allocations.

Toyota has dealt with the false-reporting issue before. In 1990, another independent distributor, Mid-Atlantic Toyota Distributors Inc., sued the U.S. sales company for $100 million, complaining that its own allocation of cars had been unfairly limited by false reporting elsewhere in the country. Toyota settled that suit out of court and took over the Mid-Atlantic operation last year.

The new charge is leveled mainly at Southeast Toyota. The distributor has denied the charge and has maintained that it has aggressively pursued and penalized any dealer who misreported sales.

Plaintiffs in the various lawsuits claim the false-reporting game caused dealers to swallow financing costs on cars they were forced to list improperly as sold. Documents released by Dingell's office charge that false sales results were incorporated into Toyota's U.S. ad claims, creating an untrue picture of the brand's success.

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario	11/11	
Dodge Monaco		380
Eagle Premier		1,005
FORD		
Dearborn, Mich.	11/11	
Ford Mustang		2,800
Oakville, Ontario (Ontario Truck)	11/11	
Ford F series		2,795
St. Louis	11/11	
Aerostar		4,000
St. Thomas, Ontario	11/11	
Ford Crown Victoria		2,000
Mercury Grand Marquis		2,800
Total U.S. car		**2,800**
Total Canada car		**6,185**
Total U.S. truck		**4,000**
Total Canada truck		**2,795**
Total units lost week of 11/11		**15,780**

Source: Automotive News Data Center

500,000 view Prague's first show since '47

RICHARD BRUNER
Staff Correspondent

PRAGUE, Czechoslovakia — The first international auto show held in Prague in 44 years drew nearly 200 exhibitors and more than 500,000 visitors during an eight-day run last month, show officials say.

As might be expected, Western European and Japanese exhibitors dominated the show, called Auto Salon Praha 91.

Of 197 companies setting up exhibits in Prague's central exhibition hall, Germany accounted for the most, with 135.

Following Germany was Italy with 22 exhibits; Austria, 12; Japan, seven; Britain, five; the Netherlands, four; Belgium, four; France, two; Spain, two; and Sweden, two.

Among vehicle makers from the former Soviet-bloc countries, only Skoda — now a Volkswagen affiliate — and Hungary's Ikarus, a bus manufacturer, had displays at the show.

"They probably couldn't afford to come," Jiri Hajek, a show spokesman, said of the absent Soviet and East European vehicle makers.

Hajek, director of the press center, said the show's high attendance reflected the fact that Czechoslovakians have been starved for modern automobiles since a Communist takeover in 1947 shut the country off from the West.

According to Hajek, Czechoslovakia's 15 million citizens own 2 million passenger cars, or one for every 7.5 persons.

Although that is a relatively high rate of ownership for a Soviet-bloc country, the average age of the nation's car park is 10 years.

That might indicate potential demand, he said, but replacement of the country's aged car fleet will take years to occur because of rising prices and stagnant wages.

Where the country's average wage has held at about $118 month, the price of a basic Skoda has risen from the equivalent of $3,200 one year ago to more than $4,200 now, he said.

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Est. 11/4-11/8/91	Actual 10/28-11/2/91	Oct. Total	Year 1/1-11/8/91	Year 1/1-11/10/90
LeBaron A	0	0	0	0	8,071
LeBaron J	1,000	677	2,017	22,106	46,462
New Yorker	750	964	4,303	10,046	33,322
Fifth Avenue	1,500	1,366	6,562	29,101	31,969
Imperial	250	278	1,354	7,780	17,005
Town & Country (trk.)	250	259	784	4,287	2,158
Total Chrysler	**3,750**	**3,544**	**15,020**	**73,323**	**130,987**
Horizon	0	0	0	0	4,327
Sundance	1,750	1,585	7,952	54,992	79,120
Acclaim	1,750	1,825	8,466	69,894	103,406
Voyager (trk.)	1,650	2,152	11,901	85,211	75,391
Voyager (Can. trk.)	1,867	2,340	10,578	95,575	86,767
Total Plymouth	**7,017**	**7,902**	**38,897**	**305,671**	**349,031**
Omni	0	0	0	0	4,078
Daytona	750	816	2,867	8,770	30,566
Shadow	1,750	2,048	9,424	61,427	86,917
Dynasty	2,250	2,403	10,512	103,064	105,285
Spirit	1,750	2,310	11,037	67,534	92,050
Monaco (Can.)	0	0	486	8,477	9,740
Caravan (trk.)	2,450	2,405	12,249	99,801	81,807
Caravan (Can. trk.)	3,125	3,875	16,144	127,737	107,522
Caravan C/V (trk.)	100	98	523	3,215	4,321
Caravan C/V (Can. trk.)	78	100	417	13,183	6,144
Dakota (trk.)	3,250	4,339	15,952	87,134	65,223
Ram pickups (trk.)	1,000	1,439	5,283	64,669	93,154
Ram Wagon (Can. trk.)	450	0	1,144	16,677	19,579
Ram Van (Can. trk.)	1,510	0	3,844	36,698	51,710
Total Dodge	**18,453**	**19,833**	**89,892**	**666,389**	**758,896**
Premier (Can.)	0	0	236	8,911	11,331
Cherokee (trk.)	4,250	4,332	19,928	133,285	137,130
Comanche (trk.)	75	108	533	4,602	8,336
Grand Wagoneer (trk.)	0	0	0	1,539	6,024
Wagoneer (trk.)	75	48	192	2,458	3,632
Wrangler (Can trk.)	1,590	1,482	6,639	54,961	51,937
Total Jeep-Eagle	**5,990**	**5,970**	**27,528**	**205,756**	**218,382**
Total U.S. car	**13,590**	**14,272**	**64,494**	**434,717**	**642,578**
Total Can. car	**0**	**0**	**722**	**17,388**	**21,871**
Total U.S. truck	**13,188**	**15,188**	**67,355**	**488,291**	**477,178**
Total Can. truck	**8,828**	**7,797**	**38,786**	**344,832**	**323,679**
CHRYSLER CORP.	**35,220**	**37,249**	**171,337**	**1,283,130**	**1,464,586**
Escort	0	0	15,913	168,083	223,089
Mustang	0	2,368	8,060	76,000	121,016
Tempo	2,657	2,385	10,330	98,034	110,928
Tempo (Can.)	0	0	8,841	90,695	98,314
Taurus	6,908	7,192	33,325	282,472	293,712
Thunderbird	0	0	5,824	64,168	100,755
Crown Victoria (Can.)	0	2,122	7,258	78,478	105,579
Aerostar (trk.)	4,000	3,960	18,222	153,299	184,044
Bronco (trk.)	717	703	3,174	17,564	43,469
Explorer/Bronco II (trk.)	6,486	7,526	30,496	245,537	178,171
Navajo (trk.)	247	192	1,021	10,322	6,505
Econoline (trk.)	4,140	4,186	18,229	125,283	154,756
Heavies (trk.)	0	1,032	2,671	27,629	44,729
Light trucks (trk.)	10,443	10,150	46,500	291,365	395,222
Light trucks (Can. trk.)	2,934	2,382	9,754	84,137	119,626
Ranger (trk.)	1,822	6,806	29,874	238,016	251,363
Total Ford Div.	**40,354**	**51,004**	**249,492**	**2,051,081**	**2,431,378**
Topaz	1,584	1,127	4,479	41,334	41,632
Topaz (Can.)	0	0	3,105	29,905	36,111
Cougar	0	0	2,697	47,529	66,326
Sable	3,572	3,187	14,606	94,557	90,816
Grand Marquis (Can.)	0	2,678	9,489	88,300	99,564
Total Mercury	**5,156**	**6,992**	**34,376**	**301,625**	**334,449**
Continental	0	1,026	5,452	46,955	51,999
Mark VII	0	179	944	8,231	16,884
Town Car	0	2,425	12,795	110,444	130,222
Total Lincoln	**0**	**3,630**	**19,191**	**165,630**	**199,105**
Total L-M Div.	**5,156**	**10,622**	**53,567**	**467,258**	**533,554**
Total U.S. car	**14,721**	**19,880**	**114,425**	**1,037,886**	**1,247,379**
Total Can. car	**0**	**4,808**	**29,863**	**287,301**	**339,808**
Total U.S. truck	**27,855**	**34,555**	**158,187**	**1,189,914**	**1,258,299**
Total Can. truck	**2,934**	**2,382**	**9,754**	**84,137**	**119,626**
FORD MOTOR CO.	**45,510**	**61,625**	**363,059**	**2,518,339**	**2,964,932**
Skylark	2,505	1,901	7,751	49,309	82,533
Century	2,796	2,321	11,642	85,892	59,298
Regal (Can.)	3,650	3,730	14,359	112,346	87,540
Riviera	391	315	1,307	8,182	20,011
Park Avenue/Electra	2,120	1,804	8,414	83,094	57,083
LeSabre	4,520	4,013	17,357	89,503	142,965
Roadmaster Sedan	1,678	1,287	5,846	37,847	0
Roadmaster Wagon	332	333	1,413	13,198	4,022
Reatta	0	0	0	1,210	5,277
Total Buick	**17,992**	**15,704**	**68,091**	**480,580**	**458,929**
Eldorado	805	676	2,764	11,797	18,900
Seville	871	725	2,976	22,002	30,636
Brougham	720	553	2,539	18,801	27,382
DeVille	3,718	3,678	17,022	136,485	145,416
Allante	59	57	288	2,586	3,290
Total Cadillac	**6,173**	**5,689**	**25,589**	**191,870**	**225,624**
Cavalier	6,196	5,190	26,302	219,664	310,884
Camaro	1,416	1,403	6,384	47,822	66,740
Celebrity (Can.)	0	0	0	0	20,319
Corsica-Beretta	4,800	5,828	23,423	207,193	248,762
Lumina (Can.)	7,250	7,340	27,784	211,540	194,583
Caprice	2,398	2,427	11,052	113,442	186,658
Corvette	480	457	2,195	18,143	20,542
Astro (trk.)	3,351	3,378	12,158	89,402	114,845
Blazer (trk.)	200	256	286	6,429	14,316
Lumina APV (trk.)	1,551	1,620	7,301	42,978	75,784
Mediums (trk.)	232	193	595	2,281	8,505
P-Model (trk.)	466	494	891	17,061	19,131
Pickups (trk.)	8,860	7,158	31,808	258,544	362,619
Pickups (Can. trk.)	4,200	4,214	16,275	126,128	148,013
S10 (trk.)	6,381	6,491	30,279	229,034	211,353
S10 Blazer (trk.)	3,456	3,111	10,889	43,846	72,709
Sportsvan (trk.)	1,141	1,113	5,862	38,177	54,910
Sportsvan (Can. trk.)	1,800	1,886	7,182	47,968	42,832
Suburban (trk.)	50	17	628	21,293	57,865
Total Chevrolet	**54,310**	**52,826**	**221,584**	**1,748,724**	**2,231,418**
Calais	31	2	0	34,649	91,717
Cutlass Ciera	3,688	3,141	15,907	90,401	60,744
Cutlass Ciera (Can.)	0	0	0	41,161	68,434
Cutlass Supreme	2,400	2,612	12,643	93,252	83,936
Toronado	229	183	764	4,669	13,870
88	3,400	2,857	12,545	78,019	92,522
Custom Cruiser Wag.††	133	150	706	7,384	1,223
98	1,482	1,467	6,747	66,970	38,087
Silhouette (trk.)	466	447	2,213	18,036	27,800
Bravada (trk.)	246	283	994	12,636	352
Total Oldsmobile	**12,144**	**11,151**	**52,521**	**447,176**	**478,885**
Sunbird	2,999	2,398	12,112	102,564	144,811
Grand Am	5,414	4,931	20,406	118,075	192,356
Firebird	584	597	2,804	18,441	38,956
Grand Prix	3,781	3,365	15,425	97,374	106,648
Pontiac 6000	0	0	0	19,603	47,941
Bonneville	3,297	2,941	14,232	70,954	89,186
Trans Sport (trk.)	985	959	4,754	26,765	40,834
Total Pontiac	**17,060**	**15,191**	**69,733**	**453,776**	**649,732**
Yukon-Jimmy (trk.)	80	103	99	2,014	4,348
Mediums (trk.)	368	360	1,078	4,482	8,579
P-Model (trk.)	54	20	26	2,029	2,492
Pickups (trk.)	3,264	2,354	10,498	104,867	127,107
Pickups (Can. trk.)	1,775	1,805	5,632	47,070	55,610
Sycione-Sonoma (trk.)	1,400	1,476	5,639	52,357	46,913
Typhoon-S15 Jimmy (trk.)	1,321	1,150	3,776	15,711	24,113
Safari (trk.)	1,113	1,146	4,174	35,427	40,325
Suburban (trk.)	30	0	332	17,086	27,872
Vandura (trk.)	585	515	2,324	16,855	19,819
Vandura (Can. trk.)	575	602	2,312	19,569	16,692
Total GMC	**10,565**	**9,551**	**35,890**	**317,467**	**373,870**
Total Saturn*	**2,844**	**2,844**	**10,576**	**83,818**	**4,287**
Total U.S. car	**66,928**	**60,275**	**273,636**	**2,051,343**	**2,417,943**
Total Can. car	**10,900**	**11,878**	**42,143**	**365,946**	**378,876**
Total U.S. truck	**35,980**	**32,784**	**136,884**	**1,057,287**	**1,362,631**
Total Can. truck	**8,350**	**8,587**	**31,481**	**249,736**	**263,147**
GENERAL MOTORS	**120,878**	**112,956**	**483,984**	**3,714,411**	**4,413,087**
Can. car	2,200	2,250	9,113	94,940	17,300
Can. trk.	1,500	1,500	5,935	45,989	10,702
CAMI*	**3,700**	**3,750**	**15,048**	**140,929**	**28,002**
DIAMOND-STAR*	**3,483**	**3,882**	**16,177**	**132,848**	**132,953**
Civic	2,385	1,917	6,043	71,466	92,396
Civic (Can.)	720	485	8,350	89,236	90,598
Accord	8,165	8,057	37,286	319,069	290,963
Total U.S. car	**10,550**	**9,974**	**43,329**	**388,585**	**383,359**
Total Can. car	**720**	**485**	**8,350**	**89,236**	**90,598**
HONDA	**11,270**	**10,459**	**51,679**	**479,791**	**473,957**
HYUNDAI Sonata (Can.)	**915**	**583**	**2,897**	**22,815**	**21,690**
MAZDA*	**3,979**	**4,178**	**20,232**	**142,312**	**157,888**
U.S. trk.	0	1,679	4,624	54,731	64,145
Can. trk.	0	0	414	5,751	7,416
NAVISTAR	**0**	**1,679**	**5,038**	**60,482**	**71,561**
Sentra	2,790	3,361	13,715	114,927	81,305
Pickup (trk.)	2,706	3,289	13,316	115,423	123,466
NISSAN	**5,496**	**6,650**	**27,031**	**230,350**	**204,771**
Geo Prizm	1,850	1,949	8,970	78,477	88,530
Toyota Corolla	2,400	2,425	11,500	90,139	89,583
Toyota Hilux (trk.)	150	160	683	1,076	0
NUMMI	**4,400**	**4,534**	**21,153**	**169,693**	**178,113**
Legacy	1,290	1,387	5,786	49,667	27,406
Pickup (trk.)	573	556	2,638	22,984	0
Rodeo (trk.)	1,107	1,036	4,068	26,259	0
Total U.S. car	**1,290**	**1,387**	**5,786**	**49,667**	**27,406**
Total U.S. trk.	**1,680**	**1,592**	**6,706**	**48,243**	**29,954**
SUBARU-ISUZU	**2,970**	**2,979**	**12,492**	**98,910**	**57,360**
Camry	4,125	4,757	15,847	160,526	192,031
Corolla (Can.)	1,500	1,508	6,549	57,580	52,734
TOYOTA	**5,625**	**6,265**	**22,396**	**218,106**	**244,765**
VOLVO 740, 940 (Can.)	**150**	**148**	**658**	**6,731**	**6,965**
AM GENERAL (trk.)	**375**	**375**	**1,629**	**17,848**	**19,448**
MISCELLANEOUS (trk.)**	**2,500**	**2,500**	**11,000**	**117,528**	**129,000**
Total U.S. car	**124,716**	**126,289**	**588,161**	**4,883,319**	**5,458,837**
Total Canada car	**16,385**	**20,844**	**90,125**	**941,117**	**928,982**
Total U.S.-Canada Car	**141,101**	**147,113**	**687,286**	**5,824,436**	**6,379,739**
Total U.S. truck	**83,966**	**92,934**	**393,375**	**3,888,335**	**3,484,673**
Total Canada truck	**21,484**	**25,188**	**86,270**	**721,444**	**724,570**
Total U.S.-Canada truck	**105,370**	**112,229**	**479,845**	**3,729,780**	**4,189,243**
TOTAL U.S.	**208,682**	**218,303**	**981,536**	**7,991,864**	**8,923,510**
TOTAL CANADA	**37,769**	**41,838**	**185,395**	**1,662,562**	**1,645,472**
TOTAL U.S.-CANADA CAR & TRUCK	**246,471**	**260,333**	**1,166,931**	**9,354,215**	**10,568,982**

e-Estimate ††1990 totals reflect LeSabre (rwd) †††1990 totals reflect Olds. 88 (rwd)

*CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz. May contain error of one or two units due to rounding.

Truck build hits 41-year high in Oct.

ANNE E. WRIGHT
Chief Statistician

United States and Canada car and truck production of 1,166,931 units in October was the highest monthly output this year.

U.S. and Canadian truckmakers assembled more vehicles in October than in any October since 1950. They built 393,375 trucks in the United States and 86,270 in Canada for a total of 479,645. That was an increase of 15.9 percent over September and 7.4 percent over the year-ago month.

U.S. and Canadian carmakers produced 687,286 vehicles, the lowest October production since 1982. U.S. makers assembled 588,161, down 10.1 percent from 1990, and Canadian makers slipped 14.7 percent below the year-ago month.

Last week's estimated U.S. car production was 124,716, down 1.2 percent from the prior week but 14.0 percent above the year-ago week.

Canadian automakers scheduled 16,385 units last week, a drop of 21.4 percent from the prior week and 32.3 percent below the year-ago week.

Year-to-date, U.S. auto manufacturers are 14.2 percent behind 1990. Canadian auto production for the year is up 2.2 percent over 1990.

Truck production last week in the United States was scheduled at 83,966, down 8.8 percent from the prior week but up 49.5 percent over the year-ago week.

In Canada, 21,404 trucks were scheduled to be produced, an increase of 6.0 percent over the prior week and 38.6 percent over the year-ago week.

Year-to-date, U.S. truck production of 3,008,335 trails 1990 by 13.2 percent. Canadian truck production is 0.4 percent behind 1990.

Chrysler Corp. has scheduled daily overtime at the St. Louis (No. 2) truck assembly plant this week.

The company extended the downtime at the Bramalea, Ontario, facility for a fourth week due to slow sales.

Ford Motor Co. worked daily overtime last week at the Kansas City, Mo., and the Lorain, Ohio, truck plants.

Ford has idled four plants this week due to slow sales: the St. Louis and the Oakville, Ontario (Ontario Truck) truck plants and the Dearborn, Mich., and St. Thomas, Ontario, car plants.

General Motors slated overtime last Saturday at six plants in the United States and four in Canada. The U.S. plants were the Flint, Mich. (Buick City); Lordstown, Ohio; Wentzville, Mo.; Arlington, Texas, and Oklahoma City car plants and the Lordstown, Ohio, truck facility. Canadian plants were the Oshawa, Ontario (No. 1 and No. 2) car plants and the Oshawa and Scarborough, Ontario, truck plants.

Chrysler plants in Canada will be closed today in observance of Remembrance Day. GM and Ford are scheduled to work.